

GEO. D. WETHERILL & Co.

—•• INCORPORATED ••—

BOSTON

MEMPHIS

PITTSBURGH

PHILADELPHIA

PROFITABLE
PAINT
PRODUCTS
RESERVE THE INVESTMENT



THE SIGN OF

A RELIABLE PAINT DEALER

REPRINT FROM THE CENTURY ANNIVERSARY ISSUE
OF GEO. D. WETHERILL & COMPANY'S
CATALOGUE IN 1907

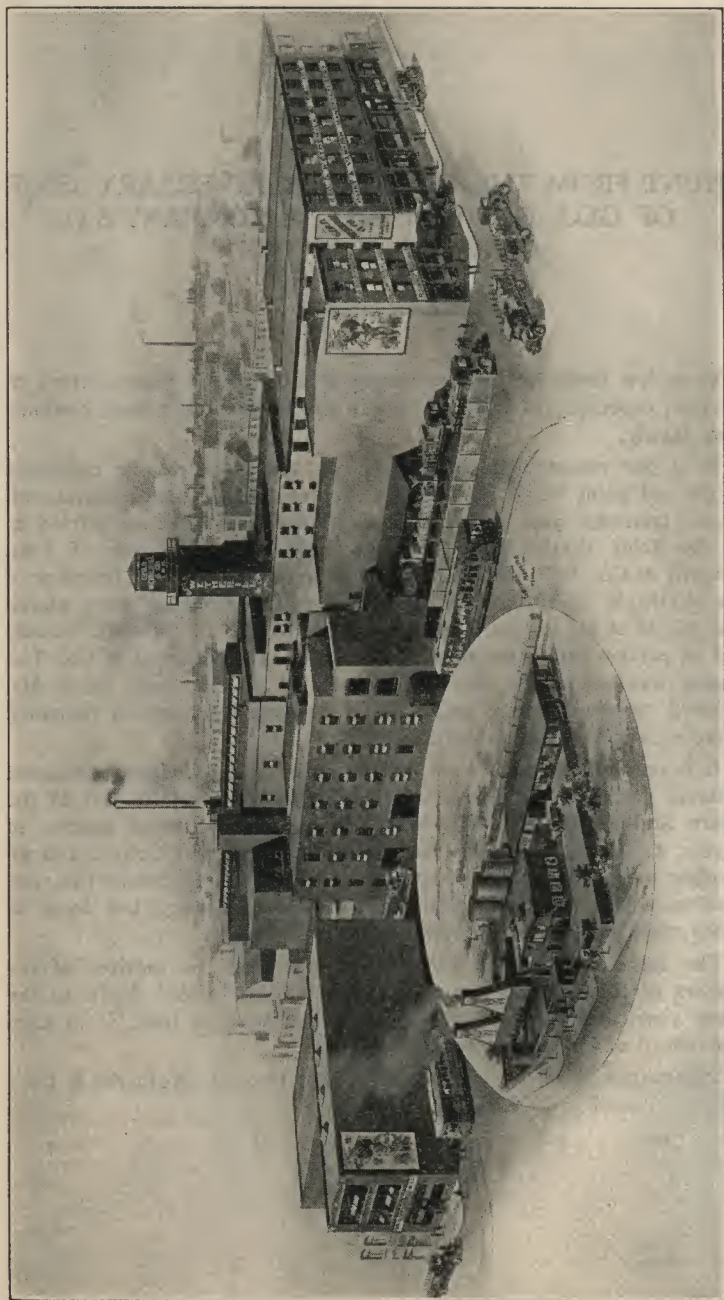
Very few firms in this new country have passed their century of existence: especially is this true where the business has been confined to one family.

It is our pleasure to announce with this issue of our catalogue that the old paint house of Geo. D. Wetherill & Co., Inc., rounds out its one-hundredth year of paint making and paint selling started in 1807 by John Wetherill and Henry Budd under the title of John Wetherill & Co., by which name it was known until the retirement of John Wetherill in 1816, when the reins of management were placed in the hands of his nephew, George Deacon Wetherill with Mr. Samuel Budd as partner under the firm name of Geo. D. Wetherill & Co. The business was carried on until the retirement of Mr. Budd when Mr. Wetherill continued alone under the same firm name which remained the same until the incorporation in 1896.

It is not for us to tell here of the trains of old Conestoga wagons (veritable prairie schooners) that came from the western part of the Eastern States, then the "Far West," every six months or quarter of the year, to load up with Wetherill's White Lead and Colors, and all the other merchandise that they had to transfer long before the time of railroads and telegraph. This is a matter of history, but come to us they then did, and their descendants come now.

The same integrity of purpose that actuated the motives of the members of the firm in the old days has been handed down to the present time, and the purpose of the house now, as then, is to keep the standard of its manufacture the highest.

Paragraphs from the century edition of Geo. D. Wetherill & Co.'s catalogue, issued in 1907.



Philadelphia Offices and Factories of Geo. D. Wetherill & Co., Inc.

ESTABLISHED 1807,



TRADE-MARK

FOR 119 YEARS THE ABOVE TRADE-MARK HAS
STOOD FOR THE BEST THE MARKET AFFORDS, COR-
RECT BUSINESS PRINCIPLES, WITH MUTUAL SUCCESS
TO OUR JOBBERS AND DEALERS.

THE NEW YORK



NEW YORK

Published by the
NEW YORK
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NEW YORK

CONFIDENTIAL

Descriptive Price List

TO DEALERS

Subject to Change Without Notice

CATALOGUE A

Paints, Colors, Stains Enamels, Varnishes and Lacquers

DECEMBER 1, 1926

*All Goods Sold F. O. B.
Philadelphia, Boston, Pittsburgh and Memphis*

Geo. D. Wetherill & Co.
Incorporated

**PAINT AND VARNISH
MANUFACTURERS**

PHILADELPHIA
BOSTON PITTSBURGH MEMPHIS

Paint and Varnish Simplification Program

Effective February 15th, 1925

At their Chicago Convention in November, 1923, the National Paint, Oil and Varnish Association, Paint Manufacturers' Association of the United States and National Varnish Manufacturers' Association appointed a Joint Committee on "Simplification." The U. S. Department of Commerce called a meeting in Washington on March 13, 1924, at which there were present this Joint Committee as well as committees representing distributors, retailers, master painters, architects and consumers. At this meeting a "Simplification Program" was adopted which has since been accepted by over 80% of the industry and is now indorsed by the U. S. Department of Commerce. Confirmed by Bulletin dated September 1st, 1924, by Bureau Standards Department of Commerce, U. S. Government.

1. Two-pound and three-pound cans to be eliminated.
2. All sizes less than gallons to be eliminated in barn paint, roof paint and shingle paint.
3. Oblong or square varnish cans to be eliminated in sizes smaller than one-half gallon, for all products excepting carriage and automobile clear varnishes, varnish and paint remover, bronzing liquid, Japan and liquid driers, penetrating oil stains, spirit stains and cellulose lacquers.
4. Shades and tints not to exceed the following maximum numbers:

Interior Floor Paints and Floor Enamels.....	10
House Paints	32
Flat Wall Paints.....	20
Enamels	14
Porch Paints	8
Roof and Barn Paints	4
Shingle Stains	14
Auto and Carriage Paints or Enamels.....	10
Oil Stains	10
Varnish Stains	8
Spirit Stains	14
(All the foregoing exclusive of black and white.)	
Oil Colors	32
(including black, but counting the several shades of a single color as one color.)	
Architectural and Marine Varnishes, interior and exterior...	10
Other Varnishes	28
(Including all not specified above—except automobile and carriage varnishes—such as Japan driers, asphaltums, etc.)	

TO THE TRADE

This price list is organized to show the relationship between the Paint and Varnish Simplification Program which this Company has accepted, and the various items of paint and varnish products listed herein. This is done by means of explanatory notes which accompany the names of the products.

GEO. D. WETHERILL & CO., INC.



THE HANDSOME LITHOGRAPHED FRICTION TOP PACKAGE IN WHICH ATLAS PAINTS AND MOST OF OUR SPECIALTIES APPEAR. THE LIVE MERCHANT APPRECIATES THE VALUE OF ATTRACTIVE CONTAINERS.



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A 1 Ultramarine Blue	50
F A Ultramarine Blue	50
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J. F. L. S. Yellow Ochre.....	50
J. L. American Yellow Ochre.....	50
American Vermilion	50
Victoria Venetian Red.....	50
Old Standard Lamp Black.....	50
Eagle Lamp Black and Atlas Lamp Black.....	50

PROPER MIXING

Read Carefully

Before a brush is placed in Wetherill's Atlas Ready Mixed Paint, or in any paint, no matter by whom manufactured, it should be properly mixed. Stirring is not enough. To give our customers the correct idea as to the best methods, we are illustrating below:



SHAKE
THE
PACKAGE
WELL



On friction top cans pry open the lid. On soldered top cans cut out the top, getting a clean edge. There is no danger of cuts when this is done and it facilitates proper stirring.



Pour off the greater part of the oil.



Make a strong, smooth paddle, best bevel the edges. Stir to bottom, bringing pigment to top with each movement. See that all of the pigment is worked smooth and uniform.



Now add the oil that you poured off. Add it gradually, and stir constantly.



All this done, let us be sure our mixture is perfect. Get an empty can, pour from one to the other a half dozen times, leaving one-quarter of the paint in the pail that is being emptied.

STANDARD CASE SPECIFICATION

To insure material reaching you in the very best condition, we urge that you order, insofar as is consistent, in such quantities as will pack in even cases in accordance with the following STANDARD CASE SPECIFICATION:

READY MIXED PAINTS

Size of Containers		Number of Cans in Wooden Case
1	Gallon	6
$\frac{1}{2}$	"	12
$\frac{1}{4}$	"	24
1	Pint	48
$\frac{1}{2}$	"	96

PASTE GOODS

1	Lb. Cans	100
5	" "	20
$12\frac{1}{2}$	" Pails	8
25	" "	4

Large containers are subject to the following NET reductions:

LIQUID GOODS

One-Gallon Can Base

5 Gal. Cans	5c per gal. less
Half Barrels	10c " "
Barrels	10c " " "

Agitator barrels same price as 5-gallon containers.

PASTE GOODS

One and Five-Pound Can Base

$12\frac{1}{2}$ Lb. Pails	3c per lb. less, net
25 " "	4c " " " "

VARNISHES

Varnishes in Square Cans

1	Gallon	12
$\frac{1}{2}$	"	24

Smaller than $\frac{1}{2}$ gallons are put up in round cans and packed the same as ready mixed paint.

READY MIXED PAINTS

WETHERILL'S ATLAS READY MIXED PAINT

Simplification Program Permits 32 Shades, White and Black



The pigment portion of Atlas Outside White is composed of Lead, Zinc and Magnesium Silicate, properly balanced so that the maximum amount of wear may be obtained. The pigment portion is practically 63% Lead, 30% Zinc Oxide and 7% Magnesium Silicate, the latter being added in this instance as a reinforcing pigment to fill up the voids between the Lead and the Zinc and to further protect the oil from the action of the elements when applied to a building. The pigment percentage in Atlas Paint is so high in comparison with other paints that we have practically the same amount of Lead and Zinc in a gallon of Atlas Paint that we have in a gallon of paint, made up on the so-called 50% Lead and 50% Zinc formula. The Magnesium Silicate in

Atlas Paint could be readily replaced with either Lead or Zinc without increasing the cost of the material.

The liquid, or vehicle portion, is the part that determines the durability of paint. Good, pure Linseed Oil is admittedly the life of paint; inferior oils and substitutes shorten the life of paint. The vehicle portion of Atlas Paint is composed of 90% Linseed Oil with 10%, or just enough, dryer to insure proper drying. It will be found in the majority of paints that the Linseed Oil content is nearer 85% than 90%.

Atlas Paint covers 360 sq. ft. of surface in good condition, two coats.

When ordering be sure to specify whether inside Flat White or inside Gloss White is wanted.

	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅔ Gal.
Ordinary Shades Gloss and Flat Black...	2.80	2.95	3.10	3.40	4.00
All Whites	3.05	3.20	3.35	3.65	4.25
Shades 133, 503.....	3.30	3.45	3.60	3.90	4.50
Shade 136	3.55	3.70	3.85	4.15	4.75

SASH BLACK

A hard drying, full bodied black paint for exterior sash, very much in demand by reason of its easy working qualities and hard, tough gloss finish.

	1 Gal.	½ Gal.	¼ Gal.
Price	2.25	2.40	2.55

Prices are net.

REVERE MIXED PAINT**A Strictly Pure Linseed Oil Paint****Simplification Program Permits 32 Shades, Black and White**

Not to be considered as a second-grade paint, but a paint of exceptional merit. We have agencies that have handled Revere Mixed Paint for years without a complaint.

	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	⅙ Gal.
Ordinary Shades and Black.....	2.50	2.65	2.80	3.10	3.70
All Whites	2.65	2.80	2.95	3.25	3.85
Shades 383, 753.....	2.90	3.05	3.20	3.50	4.10
Shade 386	3.15	3.30	3.45	3.75	4.35

TWENTIETH CENTURY MIXED PAINT**Simplification Program Permits 32 Shades, Black and White**

An all-round household paint, one that can be retailed at an attractive price, and will give satisfaction to the user, and profit to the dealer.

	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	⅙ Gal.
Ordinary Shades and Black.....	2.05	2.20	2.35	2.65	3.25
All Whites	2.15	2.30	2.45	2.75	3.35
Shades Yellow, Dark Blue, Green.....	2.45	2.60	2.75	3.05	3.65
Shade Vermilion	2.70	2.85	3.00	3.30	3.90

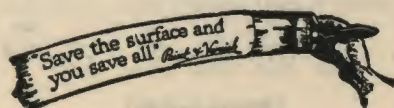
ADVANCE MIXED PAINT**Simplification Program Permits 32 Shades, Black and White**

This paint places our dealer in position to meet the competition of cheap stores and mail order houses.

It is manufactured in the popular shades and produces astonishing results considering the price at which it is sold.

	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	⅙ Gal.
Ordinary Shades and Black.....	1.70	1.85	2.00	2.30	2.90
All Whites	1.80	1.95	2.10	2.40	3.00
Shades 433, 435, 517, 803.....	2.10	2.25	2.40	2.70	3.30
Shade 436	2.35	2.50	2.65	2.95	3.55

Prices are net



FLOOR AND DECK ENAMEL



WETHERILL'S FLOOR AND DECK ENAMEL

**Simplification Program Permits
8 Shades**

Wetherill's Floor and Deck Enamel is just what its name implies, an Enamel for either interior or exterior purposes, floors, porch floors, steps and boat decks.

It is the most durable finish possible to produce. Will withstand the most severe wear and tear, not injured by sun, rain, snow or sleet, hot or cold water, nor extreme changes of temperature to which floors are subjected.

Where applied to interior floors it is a sanitary precaution. It provides a hard glossy non-porous surface which affords no lodging place for dust or germs.

Wetherill's Floor and Deck Enamel covers 275 sq. ft. of surface, two coats, per gallon. Works easily without showing laps. It sets so quickly as to reduce to a minimum the danger of dust and moisture. It dries hard over night, remains hard, produces a surface that is easy to clean and keep clean. Made in 8 shades.

	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.
All Shades	2.75	2.90	3.05	3.35

REVERE FLOOR PAINT

Simplification Program Permits 8 Shades

A most popular and satisfactory floor paint. Can be used with utmost satisfaction either inside or outside. Made in 8 shades.

	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.
All Shades	2.25	2.40	2.55	2.85

Prices are net

REFLECTO FLAT

The Sanitary Washable Flat Wall Finish

We offer Reflecto Flat to our trade with absolute confidence that it does, to the highest degree, meet the requirements of the master painter, architect and house owner as a satisfactory coating for interior walls and woodwork. It is dense bodied, easy working and free flowing, which enables the master painter to cover the maximum surface per gallon as well as per hour's labor.

The pigment and vehicle portions are so processed and balanced as to prevent cracking and scaling where used according to directions.

Thus, from the standpoint of material cost per job and years' service from the work, we offer Reflecto Flat as the most economical flat paint on the market.



It is well, however, to bear in mind that various walls present entirely different surfaces. The alkali and lime present in some walls become reactive in the presence of moisture, and under such conditions becomes destructive. These surface difficulties are overcome when the specifications that are given on every can for the application of Reflecto Flat are followed in the treatment of the walls and the application of the material.

Beautiful mottled or two-tone effects are easily obtained with Reflecto Flat. White and Sixteen Beautiful Tints

1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	⅞ Gal.
2.05	2.20	2.35	2.65	3.25
Crimson—115				
3.05	3.20	3.35	3.65	4.25

REFLECTO FLAT PRIMER

Reflecto Flat Primer is nothing more nor less than Reflecto Flat properly thinned, with the proper vehicle to make the first coat applied to the wall a sealer, thus stopping suction and preventing the lime salts which may be in the wall burning through and spotting out the finishing coat, permitting the finishing coat to produce that smooth, uniform flat finish in the delicate tints with its full depth and fullness so much desired.

	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	⅞ Gal.
White only	2.00	2.15	2.30	2.60	3.20

REFLECTO FLAT REDUCER

is the vehicle which goes to make up the liquid portion of Reflecto Flat. It should be used to thin Reflecto Flat where surface conditions require the application of Reflecto Flat thinner than it comes in the can.

1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	⅞ Gal.
1.85	2.00	2.15	2.45	3.05

Prices are net

REFLECTO FLAT IN PASTE FORM

Many master painters prefer to reduce their own flat paint on the job. Reflecto Flat is made in Paste Form to meet that requirement. The best possible results are obtained by reducing it with Reflecto Flat Reducer, in the absence of which the first coat should be thinned with varnish, oil and turpentine, as wall conditions require. For the finishing coat, turpentine only.

	100 Lbs.	50 Lbs.	25 Lbs.	12½ Lbs.
White only .....	.12½	.13	.13	.13½

REVERE FLAT WALL FINISH

**Simplification Program Permits 20 Shades, Black and White
Manufactured in White Only**

Revere Flat Wall Finish is made in white only. It is a very heavy-bodied paint that has an especial appeal for the master painter tinting his own material.

1 Gallon Cans, White only, per gallon.....	1.75
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Public Building Flat Wall Paint

A very heavy-bodied, flat paint; made to meet the requirements of the trade for a flat wall paint with which they can cover most any surface in two coats and which will act as an acceptable enamel under-body on public buildings, hotels, apartment houses and other work.

Public Building Flat is made in White and Ivory only. It may be tinted with oil colors.

	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	⅙ Gal.
White only	1.75	1.90	2.05	2.35	2.95

Wetherill's Master Painter's Blind and Shutter Green

**Ready Mixed
6 Shades, One Color**

A high-grade, especially prepared green for the use of the master painter on blinds, shutters and trim. It is prepared by heavy grinding and mixing machines, thus insuring extreme fineness, thorough mixing and uniform color, which are difficult to obtain by hand paddle mixing. Made in six shades. Color card on request.

1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.
3.00	3.15	3.30	3.60

Prices are net.

CON-CRE-CO LINE

WETHERILL'S CON-CRE-CO CEMENT PRESERVATIVE



The rapidly increasing use of concrete, stucco and cement in all types of buildings has brought vividly to the attention of the building owner the necessity for a paint that will successfully fill the pores of the surface with a moisture and weather resisting coating to prevent the penetration of moisture, which with the subsequent freezing expands and cracks the surface, leading to a badly disintegrated wall in a very short time.

Another great danger in stucco construction is the rusting and breaking down of the metal lath unless the moisture is effectively kept away from it.

For the foregoing purposes, and for these reasons, we strongly recommend the use of Wetherill's Con-Cre-Co Cement Preservative. Covering capacity is 225 to 250 sq. ft., two coats, to the gallon. This, however, will vary according to the porosity of the surface. It should be applied after the concrete is dried out but before the surface has absorbed dirt and dust or any accumulation of salts or alkali on the surface. Where these loose particles are present they should be removed with a wire brush.

Made in 6 shades and white.

	1 Gal.	½ Gal.	¼ Gal.
All Shades	2.75	2.90	3.05
White	3.00	3.15	3.30

WETHERILL'S CON-CRE-CO FLOOR COATING

Simplification Program Permits 10 Shades, White and Black
We Manufacture 6 Shades

Unprotected concrete or cement floorings rapidly wear away in the form of fine dust. Wetherill's Con-Cre-Co Cement Floor Coating seals up and waterproofs the surface, thus preventing the penetration of moisture and resists wear to the highest degree. It dries with a hard high gloss finish that is easily cleaned.

All Shades	2.75	2.90	3.05
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CONCRETE HARDENER AND WATER PROOFER

Wetherill's Concrete Hardener and Waterproofer is a transparent colorless liquid, which makes Cement, Concrete, Stucco or Brick work waterproof by thoroughly filling the pores without changing the color. It will prevent dampness from entering the surface, eliminates the possibility of any chemical reaction which is caused by moisture to the detriment of the wearing qualities of any product. The surface should be thoroughly dry before the application. . . . 1.75 1.90 2.05

Prices are net

WETHERILL'S ATLAS METALLIC READY MIXED PAINT

**Simplification Program Permits
4 Shades**

Nothing Less Than Gallon Size

Made in four shades: Red, Brown, Yellow and Gray. It is an iron oxide paint, ground in strictly pure Linseed Oil with the proper amount of Turpentine Dryer added. Produces a bright, durable finish, thoroughly protecting for a number of years any surface, wood or metal, to which it may be applied. It is especially well adapted to the painting of metal roofs, gutters, down spouts, structural steel, warehouses, factories, etc. In no way is it

to be confused with cheap barn	1 Gal.
Red and Brown.....	2.25
Yellow, Gray	2.60



WETHERILL'S GARAGE PAINT

Is especially prepared to meet the requirement of paint with which to satisfactorily paint garages, barns and outbuildings of wood or metal construction. It has unusual covering capacity, dries with a bright luster and produces splendid results in two coats. Its unusual body makes it especially preferable on hemlock and old worn and porous wooden surfaces. It produces equally satisfactory results on metal roofs.

Red—1. Gal. Cans, per gallon.....	1.95
Gray—1. Gal. Cans, per gallon.....	2.45

WETHERILL'S BARN PAINT

**Simplification Program Permits 4 Shades, White and Black
Nothing Less Than Gallon Size**

A high-class paint, carrying a large percentage of iron oxide, with an especially treated oil vehicle. Dries with high gloss. By no means is it to be classed with the ordinary barn paints on the market offered at most any price, and quality made to suit the price.

Red and Brown.....	1.90
Gray and Yellow	2.40

Prices are net

REVERE BARN PAINT

Simplification Program Permits 4 Shades, Black and White
Nothing Less Than Gallon Size

A good, serviceable paint for barns, roofs, silos, outbuildings, warehouses, etc., where the requirements will not justify the very highest grade material. Revere Barn Paint has been on the market for many years. The yearly repeat orders that we receive from our trade from year to year is proof positive that it satisfactorily meets the demand for a medium priced paint for the foregoing purposes.

	1 Gal.
Red and Brown.....	1.30
Yellow and Gray.....	1.70

OXIDE READY MIXED PAINT

Simplification Program Permits 4 Shades, Black and White
Nothing Less Than Gallon Size

A full-bodied paint used extensively by tinnerns for metal roofs, gutters and down spouts where the very best is not required. It is also a very acceptable coating for barns, roofs, bridges, warehouses, etc.

Red and Brown.....	1.30
Yellow and Bronze Green.....	1.70

ATLAS GRAPHITE PAINT

is a pure Graphite mixed with Linseed Oil. This high-grade material has thoroughly established itself as a protective coating for all metal surfaces. By its consistent use the surface is protected from rust and ruin and increases the value of the property to which it is applied. Made in ready mixed and paste form. In ordering be sure to specify which is wanted.



(Ready Mixed)

Gal.	½ Gal.	¼ Gal.
2.20	2.35	2.50

(Paste Form)

100 Lbs.	50 Lbs.	25 Lbs.	12 ½ Lbs.
.12½	.12¾	.12¾	.13

WETHERILL'S STACK PAINT

Not a cheap asphaltum, but an especially prepared paint with carbon base that will withstand 450 degrees of heat and cool down to its original state; exceptionally durable.

Gallon	1.60
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Prices are net.

WETHERILL'S Black Elastic Coating



Wetherill's Black Elastic Coating is a material for which at all times there is an immense demand. It is especially adapted to paper, felt or composition roofs, all iron surfaces, for tin or iron roofs, tin gutters, rain spouts, and so on. It is also especially adapted to patching small leaks.

Some instruction is needed for the patching of small holes and cracks. After applying the first coat of Wetherill's Black Elastic Coating, tear a piece of Canton Flannel of a size that will cover the hole or crack and about three inches over the edge. Fray out the edges well, lay it on the paint and press down firmly, then apply another coat of Wetherill's Black Elastic Coating to hold it down. These patches will wear for years without giving any trouble.

Bbls.	5-Gal. Cans	1-Gal. Cans
.45	.55	.65

WETHERILL'S BLACK ELASTIC COATING THINNERS

Especially adapted for thinning our Black Elastic Coating. Can be more readily added to the paint than any other thinner, as it mixes without curdling or stringing.

Bbls.	5-Gal. Cans	1-Gal. Cans
.45	.55	.65

Prices are net.



WETHERILL'S ATLAS SHINGLE STAIN

(Made With Creosote Oil) Ready for Use
Simplification Program Permits 14 Shades
Nothing Less Than Gallon Size

Wetherill's Atlas Shingle Stain is a shingle stain made up with a portion of creosote oil. Manufactured especially for preserving and beautifying shingled surfaces. It is also effective when used on dressed lumber. In fact, the coloring effects are more striking on dressed lumber because the beauty of the grain is more prominently developed.

When shingles are first put on, they are generally extremely dry, consequently absorbent, and unless the pores of the wood are filled with a waterproof stain, the open pores will quickly absorb moisture and fungus growths will soon result in rot and decay. They penetrate the wood very deeply, always shed water and keep out insects, and dry rot.

Wetherill's Atlas Shingle Stain can be used with the very best effect on the inside and outside of stables, poultry houses and sheds. They not only preserve the wood but destroy insects, parasites and germs.

On finished siding, one gallon of Wetherill's Atlas Shingle Stain will cover 150 square feet, one coat, or 100 feet, two coats, if applied with a brush.

One thousand shingles, 4 x 16 inches, dipped before being laid, will require about 2½ gallons of stain.

To dip 1000 shingles, 4 x 16 inches, and then apply a brush coat after they are laid, will require about three gallons of stain.

It is necessary to dip the shingle only two-thirds of its length.

11, 12, 13.....	1 Gal. 1.35
All Other Shades.....	1.13

5-gal. steel kits, 10 cents less per gal.

30-gal. steel drums and 50-gal. barrels, 20 cents less per gal.

Prices are net.

ENAMELS

WETHERILL'S FLORENCE ENAMEL

Simplification Program Permits 14 Shades, White and Black. We Manufacture White and Ivory in Gloss and Egg-Shell; White in Flat



For interior or exterior use. Dries free from dust in five hours, hard in twenty-four hours. It can be rubbed with pumice stone and water sixty hours after application.

Florence Enamel is a long oil zinc enamel that flows easily under the brush, levels perfectly and dries with a hard, high luster, yet sufficiently elastic as to prevent cracking. It is impervious to the action of salt water and air. We, with utmost confidence, recommend it to the most particular for the most exacting work.

List Prices Per Can Suggested Retail Prices

1 Gal.	$\frac{1}{2}$ Gal.	$\frac{3}{4}$ Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{4}$ Gal.
8.00	4.25	2.35	1.25	.70	.40

WETHERILL'S ATLAS ENAMEL

**Simplification Program Permits 14 Shades, White and Black
We Manufacture 8 Shades, and White**



It is a very high-grade, old-fashioned enamel made of Zinc Oxide, ground in and mixed with a pure, cold cut Damar Varnish. It produces a solid tile-like surface which grease and dirt cannot penetrate. It dries dust free in three hours, thoroughly hard in eight hours. Atlas Enamel is peculiarly well adapted on such surfaces as are subjected to unusual temperatures, hot or cold.

List Prices Per Can Suggested Retail Prices

	Gal. 1	Gal. $\frac{1}{2}$	Gal. $\frac{3}{4}$	Gal. $\frac{1}{2}$	Gal. $\frac{1}{8}$	Gal. $\frac{1}{4}$
All Shades	7.00	3.70	1.95	1.05	.60	.35

Discount

WETHERILL'S ATLAS ENAMEL UNDERCOAT

Should always be used in the building up of a high-class Enamel job. It should be remembered that a successful job of Enamel work depends altogether on the undercoating.

Wetherill's Atlas Enamel Undercoat is extremely smooth and will not roll up under sandpaper or steel wool.

One or two coats over any old finish is generally sufficient, though the number of coats must be regulated according to the condition of the surface.

1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅙ Gal.	⅛ Gal.
5.00	2.65	1.45	.80	.45	.30

REFLECTO GLOSS ENAMEL

Simplification Program Permits 14 Shades, White and Black. We Manufacture 8 Shades, White in Gloss and Egg-Shell, Also Ivory in Gloss and Egg-Shell



Is a long oil, full bodied enamel of unusual hiding and covering qualities. One coat of Reflecto Gloss Enamel over a proper undercoat produces an enamel gloss finish that will not turn yellow, is not affected by the fumes of cooking nor steam. It is, therefore, the ideal finish for bathrooms, kitchens, hospital walls, ceilings, operating rooms and lavatories. Where only three coats are applied, i. e., two coats of flat and one of enamel, a higher gloss will be obtained by making the second coat half Reflecto Flat and half Reflecto Gloss Enamel.

1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅙ Gal.	⅛ Gal.
6.00	3.20	1.70	.95	.55	.35

PUBLIC BUILDING ENAMEL

Public Building Enamel is made to meet the requirements of the trade for a dense bodied, free working enamel with sufficient opacity to cover a surface, satisfactorily undercoated, in one coat and produces a good gloss. It is especially recommended on apartment house, speculative building, hotel and public building work, where quick work in the minimum number of coats is required.

Dries dust-free in three hours, hard in eight hours. Covering capacity, 500 sq. ft. per gallon, one coat.

Bbls.	½ Bbls.	5 Gal.	1 Gal.
4.30	4.40	4.40	4.50

Discount

WETHERILL'S MOTONAMEL

AUTOMOBILE ENAMEL

Simplification Program Permits 10 Shades, White and Black



Made in black and attractive colors shown below. Wetherill's Motonamel successfully meets the requirements of the car owner who wishes or intends refinishing his own car. It is remarkable how easy it is to change the old bus's "has been" appearance into a "look of newness" with Motonamel. It flows free and easily under the brush, levels out perfectly. It is these easy flowing and leveling qualities that makes Motonamel a preference among car owners. It dries free from dust in three hours, hard in eight, with a beautiful gloss finish which will withstand heat and cold. Does not chip or crack, preventing rust and corrosion. One quart of Wetherill's Motonamel is

enough to give the average five-passenger car one coat. Larger cars or cars in very bad shape may require another pint. Full directions on every package.

Motonamel Primer is intended for first coat on surfaces that are very rough, or badly alligatored, and where metal is exposed. It builds up a splendid surface that may be sanded smooth for finishing coat.

List Prices Per Can, Suggested Retail Prices

	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	⅙ Gal.	⅓ Gal.
Black	5.25	2.80	1.50	.85	.50	.30
Green	7.25	3.75	2.00	1.10	.65	.40
Light Green	7.25	3.75	2.00	1.10	.65	.40
Cream	7.25	3.75	2.00	1.10	.65	.40
Blue, Medium Blue.....	7.25	3.75	2.00	1.10	.65	.40
Gray	7.25	3.75	2.00	1.10	.65	.40
Yellow	7.25	3.75	2.00	1.10	.65	.40
Brown	7.25	3.75	2.00	1.10	.65	.40
Red, Maroon	8.25	4.30	2.35	1.25	.70	.45
White	8.25	4.30	2.35	1.25	.70	.45
Clear	7.00	3.70	1.95	1.05	.60	.35
Primer Red and Light Gray.....	5.25	2.80	1.50	.85	.50	.30
Top and Seat Dressing.....	4.00	2.20	1.20	.70	.45	.30

Discount



WETHERILL'S IMPLEMENT, TRUCK AND TRACTOR PAINT

The name indicates the purposes for which this paint is intended. We know of no other place where so small an investment will prevent as much rust and ruin as will the required amount of Wetherill's Implement, Truck and Tractor Paint to paint farm machinery, trucks and tractors. It is impervious to water. Not only it enhances the surface to which it is applied, but prevents rust and ruin.

	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Black	2.50	2.65	2.80	3.10	3.70
Maroon, Gray, Blue, Green, Yellow, Bright Red	3.00	3.15	3.30	3.60	4.20

Prices are net.

WETHERILL'S DIAMOND ENAMEL

Simplification Program Permits 14 Shades, Black and White

We Manufacture 8 Shades, Black and White

For enameling household articles, chairs, tables, picture frames, bric-a-brac, etc., also for interior wood work and walls. Made in eight shades, white and black.

List Prices Per Can, Suggested Retail Prices

	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.	$\frac{1}{32}$ Gal.
All Shades	4.50	2.45	1.30	.70	.40	.25

PORCH AND LAWN FURNITURE ENAMEL

Simplification Program Permits 14 Shades, White and Black

Prepared for Enameling and Re-Enameling of Porch Chairs, Settees, Lawn Swings and other articles subject to severe use and exposure. Wetherill's Porch and Lawn Furniture Enamel is easily applied; it should be flowed on, dries bone-hard over night and withstands the action of the elements as would the highest grade outside machine enamel.

List Prices Per Can, Suggested Retail Prices

	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.
Maroon, Light Green.....	1.75	1.00	.60
Cherry Red, Dark Green.....	1.75	1.00	.60
Willow, Pea Green.....	1.55	.90	.50

WETHERILL'S ATLAS BATH ENAMEL

Made in white only, and is especially prepared to withstand the hard usage to which a bathtub is subjected.

List Prices Per Can, Suggested Retail Prices

$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
1.70	.95	.55	.35

Discount



Black
Green

ATLAS SCREEN ENAMEL

We have a saying that in every case is true: "Wetherill's Atlas Screen Paint has holes in it," that is not the "whole" story. It does not clog the mesh of the screen, it forms a perfect coating around each individual wire, protecting it from rust and corrosion, increasing by years the wear of the screen wire as well as the frame, and when applied to copper screens prevents the copper from corroding and washing down the side of the building.

List Prices Per Can Suggested Retail Prices

1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅙ Gal.
2.50	1.40	.80	.45	.30
3.75	2.10	1.15	.65	.35



ETHIOPIAN BLACK ENAMEL

Not just something to sell, but an absolute necessity in the up-to-date Paint Stock. Has more uses than can be enumerated.

Furnaces, Mud Guards, Running Gears, Machinery, Machine Parts and Farm Implements. Can be applied to either a hot or cold surface.

List Prices Per Can Suggested Retail Prices

1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅙ Gal.	⅙ Gal.
2.80	1.55	.85	.50	.30	.20

WETHERILL'S ATLAS STOVE PIPE ENAMEL

For enameling iron surfaces such as gas, gasoline and oil stoves, stove pipes, grates, radiators, registers, hot and cold water pipes, gas pipes, steam pipes, meters, coal hods, iron tools, etc. One coat produces a high gloss, durable finish.

List Prices Per Can, Suggested Retail Prices

2.75	1.55	.85	.50	.30	.20
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BLACKBOARD SURFACER

For finishing school blackboards. Dries with a uniform dull slate-like finish that makes an excellent writing surface. Old and worn blackboards can be quickly and inexpensively made like new with one or two coats.

1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅙ Gal.
5.85	3.10	1.60	.90	.50

Discount

FILLERS



ATLAS LIQUID WOOD FILLER

Atlas Liquid Wood Filler is manufactured for securing a foundation that will hold up the brilliancy of the succeeding coats of Varnish. It is adapted for close-grained woods. Cypress, Pine, Redwood, Poplar, Fir, etc. Is easily applied, works freely under the brush, gives a solid surface, seals the pores without discoloring or raising the grain of the wood.

List Prices Per Can Suggested Retail Prices

5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅛ Gal.
2.90	3.00	1.65	.95	.55	.35

ATLAS PASTE WOOD FILLER

List Prices Per Lb., Suggested Retail Prices

100 Lb.	25 Lb.	12½ Lb.	1 & 5 Lb. Cans
.16	.17	.17	.19

ATLAS AND WESTMINSTER PASTE WOOD FILLERS

ATLAS AND WESTMINSTER PASTE WOOD FILLERS are manufactured for open grain woods, Chestnut, Mahogany, Oak, Walnut, etc. Are made in the natural colors and the colors for each of the woods mentioned.

The difference in the two fillers is in the grinding. Some mechanics wish a finer ground filler than is Westminster and to these Atlas should always be sold.

Paste Fillers should be thinned with Turpentine or Turpentine Substitute and in some cases with mineral spirits, applied brushing with and across the grain, allow to set until stiff, then wipe off across the grain with excelsior or burlap.



WESTMINSTER PASTE WOOD FILLER

List Prices Per Lb. Suggested Retail Prices

100 Lb.	25 Lb.	12½ Lb.	1 & 5 Lb. Cans
.14	.15	.15	.17

WESTMINSTER LIQUID WOOD FILLER

For the same purpose as Atlas, but made with a cheaper varnish.

List Prices Per Can Suggested Retail Prices

5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅛ Gal.
2.40	2.50	1.40	.80	.45	.30

Discount

LURAY LIQUID FILLER

A low-price pigment and varnish filler for the cheaper grades of rush work on soft woods.

5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅙ Gal.
1.95	2.00	1.20	.70	.45	.30

ATLAS CRACK FILLER

Wetherill's Atlas Crack Filler. A shrinkage of wood often results in cracks that mar the surface, especially in floors. All such cracks should be filled with Wetherill's Atlas Crack Filler after the first coat of Ground Color has been applied. Then directions as are given in Atlas Varnish Stain directions should be followed.

1 Lb. Cans, per lb.42

ATLAS FLOOR WAX

Of the many different methods used in treating hardwood floors, Atlas Floor Wax produces one of the most satisfactory finishes.

The soft and beautiful effect so much desired, the preservation of the natural woods both in beauty of grain and color, can readily be obtained with the use of this material.

1 Lb. Cans, per lb.75

Discount

WETHERILL'S GROUND COLOR

Not to be confounded with the cheap benzine mixtures. This Ground Color has been made to meet a master painter's demand. Right in color; its vehicle, linseed oil, flat varnish and turpentine, make it a perfect underground for grain color or varnish stains. Made in Buff and Mahogany.

1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅙ Gal.
2.25	2.40	2.55	2.85	3.45

Prices are net

VARNISH AND OIL STAINS

SPECIAL NOTE

A full comprehension of the following directions and the passing along this information in a practical way increases sales on all items mentioned and gives the user better satisfaction.

For New Work

On close-grained woods there should be no filler used. Thin the first coat of Varnish Stain with a little turpentine, the second and finishing coat to be applied as it comes from the package. On open-grained woods, such as oak or chestnut, use either Wetherill's Atlas or Westminster Paste Filler according to directions and then apply two coats of Varnish Stain.

Old work should be thoroughly washed before applying. On old floors finished in color where cracks are open, the following directions should be used:

First apply a coat of Wetherill's Ground Color, thinned with a little Turpentine. Fill all cracks with Wetherill's Atlas Crack Filler. Then apply a second coat of Wetherill's Ground Color, and finish with two coats of Wetherill's Varnish Stain of desired shade.

ATLASLAC

For Floors, Furniture and Woodwork
Simplification Program Permits
8 Shades



Is high-grade floor varnish with just enough very strong, permanent oil soluble color added to produce the desired shade in imitation of the natural woods such as oak, mahogany, etc. It is full bodied, flows easily, levels perfectly and produces a high gloss, tough finish which will not mar or scar white. It will withstand the rough usage and frequent scrubbing to which floors are subjected. The varnish and color are so incorporated as to remain in suspension, requiring very little, if any, stirring and producing a stain that is easily applied without showing laps or varia-

tions in color. One gallon covers 250 sq. ft., two coats. Full directions on every can.

	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅔ Gal.	¾ Gal.
All Shades	5.00	2.65	1.45	.80	.45	.30

Discount



ATLAS VARNISH STAIN

For Floors, Furniture and Woodwork
Simplification Program Permits
8 Shades

Has for many years been the standard of stain and varnish combinations. It is a pigment and varnish stain, works easily under the brush, dries with very tough full gloss finish that will not scratch or mar white. Full directions on every can. One gallon covers 250 sq. ft., two coats.

	1 Gal.	1/2 Gal.	3/4 Gal.	1/8 Gal.	1/16 Gal.	1/32 Gal.
All Shades	5.00	2.65	1.45	.80	.45	.30

WETHERILL'S ATLAS OIL STAIN

Simplification Program Permits
8 Shades



Is a pigment oil stain, which brings out the natural grain of the wood to the very best advantage. They are permanent in color, do not bleach or burn through subsequent coats, making them the most dependable stain to use on new work.

In the building trades today, the cost of Mahogany and other close grained woods makes them almost prohibitive, consequently the use of Birch, Gum, Fir and Redwood have become universal. Such woods, when properly treated with Wetherill's Atlas Oil Stain, readily develop the rich tone effects produced in the harder and more expensive woods.

	List Prices Per Can Suggested Retail Prices					
All Shades	4.50	2.40	1.35	.75	.45	.30

EASTLAKE VARNISH STAIN

Simplification Program Permits 8 Shades, Black and White

The quality of Eastlake Varnish Stain is exceptionally good considering the price at which it is sold. Made in all the popular colors, including ground color.

All Shades and Ground Color.....	3.50	1.95	1.05	.65	.40	.25
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EASTLAKE OIL STAIN

Simplification Program Permits 8 Shades

Made in all popular colors, used by dealers to meet competition of the low-price store.

All Shades	3.25	1.80	1.00	.60	.40	.25
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Discount

WETHERILL'S

WETHERLAC

The Brushing Lacquer



Wetherlac is a permanent coating and finish entirely different from paint or varnish in application, drying time and durability. It is impervious to the action of water, soaps, washing and disinfecting compounds.

Wetherlac is easy of application; its beautiful and lasting finish immediately creates a steady market. Its quick-drying properties enable the user to do a two-coat job, finished, dry and use the floor within two hours' time, thus eliminating the inconvenience, worry and oftentimes embarrassment consequent to having things about the house torn up for two or three days. It is economical, judged from the standpoint of cost and material, labor, ease in cleaning and life-long wear.

The Brushing Lacquer for floors, furniture, woodwork, stairs, kitchen cabinets, ice boxes, bric-a-brac and toys. An easy-flowing lacquer of unusual body; levels out perfectly, dries hard in thirty minutes with an enamel-like gloss.

We, with pleasure, offer Wetherlac in competition with any Lacquer on the market for working qualities, hiding power and finish. It is made in White, Black, Clear, and 15 attractive tints and colors, as well as Stains in Mahogany, Dark Oak, Light Oak and Walnut.

Wetherlac Primer is intended for use as a prime coat on new surfaces, on surfaces that are to be finished in white or ivory and on surfaces where the color is to be changed from a very dark to a light shade. Made in White, Light Gray and Buff.

The prices are as follows:

	All Shades	Clear and Stains	Thinner	Primer
Gallons	\$8.00	\$7.00	\$6.00	\$4.50
Half-Gallons	4.15	3.65	3.15	2.40
Quarter-Gallons	2.20	1.95	1.70	1.30
Pints	1.20	1.05	.95	.75
Half-Pints .....	.65	.60	.55	.50
Quarter-Pints .....	.35	.30	.30	

Discount

WETHERILL'S

4-R-FLOOR FOUR-HOUR FINISH

"It Dries in Four Hours"

THE MOST RECENT AND FAR REACHING DEVELOPMENT IN
THE VARNISH INDUSTRY IN YEARS

Is Full-Bodied and Clear.

Flows Freely—Is Water-Proof.

Dries for Second Coat in Four Hours.

Will Do Two-Coat Work in One Day.

Will Not Scratch nor Mar White.

May Be Rubbed in Six to Eight Hours.

Will Not Sweat Out.

From the above qualifications it will be readily appreciated that WETHERILL'S "4-R (Four-Hour) FLOOR FINISH" immediately creates a large market for itself.

The floor finisher obtains the high class, durable finish of the best Floor Varnish, and the quick drying qualities which enables a painter to do two-coat work in one day.

It is unexcelled for furniture, floors, linoleum, interior woodwork, cabinets, tables, ice boxes; in fact, any interior surface on which its quick drying, long wearing qualities are appreciated.

It may be rubbed in six to eight hours, thus speeding up work in the furniture factory. It will not sweat.

The prices are as follows:

5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅙ Gal.
4.90	5.00	2.65	1.45	.80	.45

Discount

WETHERILL'S FLORENCE VARNISHES AND JAPANS

WETHERILL'S FLORENCE VARNISHES

In presenting herewith our line of Varnishes under the Florence Brand we are submitting for your consideration a thoroughly high-grade and dependable line of finishes that you can offer to your trade with that feeling of absolute confidence that comes from over a century's experience in successfully producing Paints and Varnishes to meet the requirements of the most exacting trade.

Simplification Program Permits of 10 Architectural and Marine Varnishes, Interior and Exterior, and 28 Other Varnishes, Including Japan Dryers, Asphaltum, etc., Exclusive of Automobile and Carriage Varnishes

ARCHITECTURAL VARNISHES

List Prices Per Can, Suggested Retail Prices



Florence Exterior Finish

5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	★ Gal.
5.40	5.50	2.90	1.55	.85	.50

This Varnish is made of selected fossil gums, and carries a very large proportion of oil. It is, therefore, very elastic and durable; works freely; dries dust-free in six hours and hard in twenty-four to forty-eight hours, with a good full-bodied exterior varnish luster. It is recommended for exterior finishing where the best results are desired.

Florence Interior Finish

4.90	5.00	2.65	1.45	.85	.45
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This varnish is suitable for the highest class of interior finishing where durability and beauty of finish are desired.

Dries dust-free in four to six hours.
Can be rubbed in forty-eight hours.

Florence Interior Spar..... 3.90 4.00 2.15 1.20 .70 .40

An excellent waterproof varnish for interior work of all classes. Withstands action of ammonia fumes. Suitable for finishing toilets, bathrooms, stables, etc. Will not crack, spot or turn white. Very elastic and durable. Dust-free in four hours, and hardens in twenty-four hours.

Discount

ARCHITECTURAL VARNISHES—Continued

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Florence Marlite Floor.....	4.90	5.00	2.65	1.45	.80	.45

May be used with perfect confidence on the finest floors, producing a brilliant, lasting finish. Will not scratch or mar white and is not affected by water. Has good body and works freely under the brush. Renews the life of floor cloth and linoleum. Dries dust-free in three to four hours, hard over night.

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Standard "Walk-On" Floor.....	3.65	3.75	2.05	1.10	.65	.40

A very serviceable varnish for finishing or refinishing floors. Light in color, very easily worked and remarkably tough. Dries dust-free in four hours. Hard in twenty-four hours.

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Florence Hard Oil Finish.....	3.90	4.00	2.20	1.20	.70	.45

A good Hard Oil Finish for house interiors. Light in color, works freely under the brush, has good lustre and can be rubbed to a dull or eggshell finish in thirty-six hours if desired. Dries dust-free in three hours. May be polished if desired.

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Standard Spar	3.90	4.00	2.20	1.20	.70	.45

A most reliable varnish for all exterior work. Good body, light in color, works easily and possesses excellent lustre. Very durable and withstands the action of the weather and temperature changes to a remarkable degree. Dries dust-free in five hours. Hard in three days.

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Interior Coach	2.90	3.00	1.65	.95	.55	.35

A popular grade of gloss varnish for interior finishing. Good body. Works well under the brush. Dries dust-proof in three hours and hardens in twenty-four hours.

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Hard-Drying Furniture	2.40	2.50	1.40	.80	.45	.30

Quick-Drying Gloss Varnish having good body. Suitable for Household Trade, also the Manufacturer. May be dipped, brushed or sprayed. Dries dust-free in two and one-half to three hours.

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Florence Dull Finish, No. 1 Flat,						
No. 2 Oil Rubbed Effect.....	3.90	4.00	2.20	1.20	.70	.45

Designed to produce a rubbed finish without the labor of rubbing. Contains no wax and requires no manipulation other than application with a varnish brush. Any finish can be applied over it without injury to succeeding coats. Dries dust-free in one to two hours, hard in eighteen to twenty-four hours.

Discount

GENERAL UTILITY VARNISH

5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
4.90	5.00	2.65	1.45	.80	.45

A strictly high-grade, all around, in and out Varnish which can be conscientiously recommended to the trade requiring an all-purpose varnish that will stand up on exterior, interior or floor work. It is not affected by ammonia, strong soaps or washing powder. Boiling water does not mar it or turn it white. It dries dust-free in four hours, hard in twenty-four hours; it may be rubbed and polished if desired.

MISCELLANEOUS VARNISHES

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Florence White Damar.....	4.90	5.00	2.65	1.45	.80	.45

Made from selected Batavia gum. A pure white Damar which will mix perfectly with white lead or zinc. Works freely under the brush. Dries dust-free in from one to two hours; hardens in ten to twelve hours.

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Florence Rubbing and Polishing....	4.90	5.00	2.65	1.45	.80	.45

A perfect rubbing varnish. Has fine lustre, is free working, sets free from dust in two to three hours and hardens in twenty-four hours. Rubs to a beautiful, soft finish and is capable of producing a magnificent polish.

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Agricultural Coach	2.90	3.00	1.65	.95	.55	.35

A very pale varnish, good body, works free under brush, has remarkable wearing quality, exceptionally durable and elastic—can be used on farm machinery and wagons—a splendid industrial varnish. Sets dust-free in four to six hours; dries hard in thirty-six hours.

ALL-OVER VARNISH

Just what its name implies. For standing trim inside or out. Floors and wood work in general. Dries dust-free in three hours; hard in twenty-four hours.

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
All-Over	2.90	3.00	1.65	.95	.55	.35

MARINE SPAR VARNISH

	5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{16}$ Gal.
Florence Marine Spar.....	4.90	5.00	2.65	1.45	.80	.45

A remarkable marine varnish for yachts, canoes and water craft of all descriptions. Unaffected by fresh or salt water. Very tough and durable. Dries free from dust in five hours; hard in forty-eight hours.

Discount

SHELLAC

Orange and White. Our Shellacs are pure gum shellac cut in alcohol to the desired consistency for the painter and house owner's use.

	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	⅞ Gal.	1 Gal.
Orange						
White						

Prices subject to market changes.

AUTO AND CARRIAGE VARNISHES

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	1 Gal.
Wearing Body	5.40	5.50	2.90	1.55	.85	.50

Intended for finishing carriages and automobiles. Pale in color, brilliant and durable, it is free-working, giving ample time to make a perfect job on large surfaces. Dries free from dust in six hours. Ready for use in three days.

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	1 Gal.
Gear Finishing	4.90	5.00	2.70	1.45	.80	.50

A hard-drying, finishing varnish for running gears of vehicles. Has fine lustre and will stand the wear and tear in a remarkable way. Full body and free working. Dries free from dust in five hours; hard in thirty-six hours.

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	1 Gal.
One-coat Coach	3.90	4.00	2.20	1.20	.70	.45

Where it is desired to produce a quick finish with one coat of varnish, this will be found a very satisfactory varnish. Has full body and lustre. Dries dust-free in five hours; hard in twenty-four hours.

ASPHALTUM

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	1 Gal.
Atlas Asphaltum	1.90	2.00	1.20	.70	.45	.30

Made from selected gum and thinners. Very heavy in body, especially adapted for painting of all kinds of metal surfaces where a high gloss ebony finish is required. It is unexcelled for the master painter's use in making stain.

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	1 Gal.
Standard Asphaltum	1.65	1.75	1.05	.60	.40	.25

A good medium-priced Asphaltum varnish having a good body, and is a deep, brilliant black. Dries dust-proof very quickly and hard in a few hours.

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅛ Gal.	1 Gal.
Revere Asphaltum	1.40	1.50	.90	.55	.40	.25

A durable grade of Asphaltum having good body and giving a brilliant, lasting finish. Dries very quickly.

Discount

JAPANS

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅛ Gal.
Coach Painters'	5.40	5.50	2.90	1.55	.85	.50

A very powerful dryer for the use of the coach painter and color grinder who appreciates strength of color and a good sanding or rubbing surface. It will mix with all colors and will not injure the working or wearing of any mixture in which it may be used.

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅛ Gal.
White Japan	3.40	3.50	1.90	1.05	.60	.35

Particularly adapted for white and the delicate tints that other Japans injure. Mixes readily in any proportion with Linseed Oil, lead and zinc paints without curdling.

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅛ Gal.
Atlas Japan	3.40	3.50	1.90	1.05	.60	.35

A drier that mixes perfectly with Linseed Oil used in proportion of 3% to gallon of oil. It does not curdle the paint. Acts the same in all weather. Is an exceptionally strong binder and possesses powerful drying qualities.

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅛ Gal.
Standard Japan	2.90	3.00	1.65	.95	.55	.35

A high quality Japan and a powerful drier used in proportion of 3 to 5% to the gallon of oil. Mixes perfectly with Linseed Oil; very elastic and does not burn the paint.

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅛ Gal.
Revere Japan	2.45	2.55	1.40	.80	.45	.30

A good grade of drying Japan at a medium price. Meets any reasonable demand and gives good satisfaction.

	5 Gal.	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	⅛ Gal.
Lightning Dryer	2.15	2.25	1.30	.75	.40	.25

A rapid-drying Japan possessing strong drying properties and a good binder for paint; mixes perfectly with Linseed Oil and does not curdle the paint.

	5-Gal. Bbls.	½ Bbls.	Cans
House Painters' Japan.....	2.30	2.45	2.55

This Japan is not sold in small packages. It is made to fill a want with dealers and master painters who buy their goods in bulk. It is a strong drier that mixes perfectly with Linseed Oil. It is an exceptionally strong binder, and possesses powerful drying qualities.

	5-Gal. Bbls.	½ Bbls.	Cans
Special Japan	1.90	2.05	2.15

This Japan is not put up in the smaller size packages. It is a powerful Japan, not so light in color as House Painters' Japan, but will give excellent results.

WETHERWITE



Is a master painter's base white that is recognized as second to none on the market. It is made on a Titanium Oxide base with the necessary dryers of the right kind thoroughly incorporated as a matter of convenience to the master painter. It requires only the addition of a gallon of oil to a gallon of Wetherwite to produce two gallons of full-bodied, high-grade paint.

Years of service in all climates has proven the advantage of Wetherwite over so-called pure

lead and oil paints in the way of longer years of service, retaining color to a better advantage, and when repainting is finally required the old paint has disintegrated in such a way as to present a proper surface for repainting.

Wetherwite may be tinted to any desired shade with colors in oil. It will be found that clearer and cleaner colors and tints will be obtained with Wetherwite than with so-called White Lead Paint. Deviations from our directions which are on every package should be made only where conditions are sub-normal, such as damp weather (when it is better not to paint) in which case a small portion of the very best Japan dryer should be added.

1 Gallon Cans, per Gallon.....	3.80
5 Gallon Cans, per Gallon.....	3.75



WETHERILL'S MASTER PAINTER'S STOCK WHITE

The ideal paint base for the master painter. Made of lead, zinc, and a small amount of reinforcing pigment, ground in strictly pure linseed oil, and the proper amount of turpentine driers. One gallon of Wetherill's Master Painter's Stock White and one gallon of pure linseed oil make two gallons of paint that has the maximum of covering capacity with the mini-

mum amount of labor in breaking up. Can be tinted to the desired shades with colors ground in oil. Does not require additional drier.

1 Gallon Cans, per Gallon.....	3.80
5 Gallon Cans, per Gallon.....	3.75

Prices are net

LEADS, ZINCS AND WHITES

PURE WHITE LEAD

We have been making strictly pure "Old Dutch Process" White Lead for 100 years, and our brand of White Lead carries with it a guarantee of purity to the amount of \$1000 on every keg or can we turn out.

Not only is our White Lead pure, but its whiteness, body and fineness cannot be excelled.

MASTER PAINTERS' WHITE

A combination White that will last longer and will be more economical. Will take more oil than pure white lead. It possesses extreme whiteness, covers more and lasts longer. A practical trial by a practical painter is all that is required to demonstrate the great value of this White.

Price on application.

LURAY WHITE

	1 Lb. Pkgs.	5 Lb. Pkgs.
Luray White .....	.11	.09

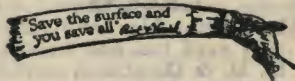
Popularly used by plumbers. Put up in 1 and 5 lb. packages.

Prices are net.

ZINC IN OIL

	50 & 25 Lb. Pkgs.	12½ Lb. Pkgs.	5 Lb. Pkgs.	1 Lb. Pkgs.
Green Seal Zinc.....				
Pure American				
Eastlake Zinc				

Prices on application.



COLORS

WETHERILL'S SUPERFINE COLORS GROUND IN PURE LINSEED OIL

Wetherill's Superfine Colors in Oil are absolutely pure and unsurpassed. Our colors are ground from the highest grade of pigments that can be secured. It is of the utmost importance that tinting colors should have the following qualities: Strength, Richness, Purity of Tone and Fineness. Finely ground color is more economical, goes much farther, and gives better results than that which is coarsely ground. All our colors are ground as fine as modern machinery and expert color grinders can grind them.

All salesmen having to do with Colors in Oil should thoroughly post themselves on their tinting value. The fact that a pound of Raw Sienna added to a white base gives the painter a color that looks as though it might dry out a good ivory never proves the fact that the Sienna is right if he must add an Umber to get it. A Raw Sienna to give this much desired shade should not need the addition of other color, and for tinting value, if one pound of Wetherill's Superfine Colors in Oil at fifty cents a pound will give a shade in white base that it takes two pounds of Sienna of some other make at thirty cents a pound to arrive at, the fifty cent Sienna is not only ten cents cheaper, but there is an hour of labor saved.

Colors marked with * are put up in $\frac{1}{2}$ lb. packages at 6c per lb. additional; $\frac{1}{4}$ lb., 10c per lb. additional. Quotations given are for 1 and 5 lb. cans. For $12\frac{1}{2}$ lb. cans deduct 3c per lb. For 25 lb. cans deduct 4c per lb. from net price.

Simplification Program Permits 32 Colors, Including Black, But Counting the Several Shades of a Single Color as One Color

BROWNS

	Per Lb.
Burnt and Raw Turkey Umber.....	.54
Raw Italian Sienna.....	.61
Burnt Italian Sienna.....	.57
Vandyke Brown .....	.61

BLACKS

Refined Lamp Black.....	.76
Lamp Black Compound.....	.68
Ivory Drop Black.....	.68
Drop Black .....	.57

GREENS

Florence Green, L., M. & D.....	.57
Chrome Green, L.....	.57
No. 1 Chrome Green, L., M. & D.....	.52
Bronze Green, L., M. & D. in oil.....	.52

BLUES

*Prussian Blue	1.29
*No. 1 Prussian Blue.....	1.14
*Ultra Marine Prussian Blue.....	1.29

Discount

YELLOWS

	Per Lb.
Chemically Pure Chrome Yellow, L., M. & D.....	.81
Chrome Yellow Compound, L.....	.66
French Yellow Ochre.....	.41
XX French Yellow Ochre.....	.38
American Yellow Ochre.....	.35
Golden Ochre .....	.43

REDS

American Vermilion	1.16
Bright English Tuscan Red, L. & D.....	.83
Indian Red .....	.63
No. 1 Indian Red.....	.59
Venetian Red .....	.41
No. 1 Venetian Red.....	.35
Permanent Red	1.16
Rose Pink .....	.84
Rose Lake .....	.84

GRAINING COLORS

Light Oak .....	.57
Dark Oak .....	.57
Walnut .....	.57
Chestnut .....	.57
Mahogany .....	.57
Cherry .....	.57

TUBE COLORS

Wetherill's Superfine Colors in Oil, in approximately two-ounce tubes, weight varying slightly depending on the color.

An assortment consists of two tubes each of Lamp Black and Raw Sienna, and one tube each of Burnt Sienna, Raw Umber, Burnt Umber, Chrome Yellow Medium, Yellow Ochre, Chrome Green, Medium, Prussian Blue and Venetian Red.

Price per dozen, assorted, packed in a carton, \$1.70 list.

WETHERILL'S PHILADELPHIA BRAND COLORS. COMPOUND**Ground in Oil, Paste Form**

Simplification Program Permits 32 Colors, Including Black, But Counting the Several Shades of a Single Color as One Color

Net Weight

Philadelphia Brand Colors in oil are colors which will compare favorably with most of the lines sold in the retail stores handling paint materials. They are ground fine and have very good tinting strength and are put up in attractive packages.

BROWNS

Burnt and Raw Turkey Umber.....	.48
Raw Italian Sienna.....	.59
Burnt Italian Sienna.....	.52
Vandyke Brown .....	.57

Discount

BLACKS

Per Lb.

Drop Black .....	.57
Lamp Black .....	.68

BLUES

*Prussian Blue	1.14
*Ultramarine Blue .....	.94

GREENS

Chrome Green, L., M. & D. ....	.52
Bronze Green .....	.52

Discount

REDS

American Vermilion	1.00
Tuscan Red .....	.68
Indian Red .....	.59
Venetian Red .....	.35
Rose Pink .....	.79

YELLOWS

Chrome Yellow, L., M. & D. ....	.66
French Yellow Ochre .....	.38
Yellow Ochre .....	.35

EASTLAKE COLORS**Compound**

Simplification Program Permits 32 Colors, Including Black, But Counting the Several Shades of a Single Color as One Color

Ground in Oil, Paste Form

Eastlake Colors in oil, a line manufactured to meet competition of the cheap store and mail order house.

BROWNS

Burnt and Raw Turkey Umber .....	.41
Raw Italian Sienna .....	.53
Burnt Italian Sienna .....	.42
Vandyke Brown .....	.43

BLACKS

Drop Black .....	.45
Lamp Black .....	.58

BLUES

*Ultramarine Blue .....	.79
*Prussian Blue	1.01

GREENS

Chrome Green, L., M. & D. ....	.46
Bronze Green .....	.46

Discount

REDS		Per Lb.
American Vermilion .....		.90
Tuscan Red .....		.60
Indian Red .....		.48
Venetian Red .....		.30

YELLOWS		
Chrome Yellow, L., M. & D. ....		.57
French Yellow Ochre. ....		.35
Priming Ochre .....		.28

Discount

WETHERILL'S 1807 PERMANENT BRONZE GREEN

Lawn, Light, Medium and Dark

6 Shades, One Color

A brilliant and durable oil color; has great hiding power and covering capacity; the maximum of permanency and lasting properties. Not intended for tinting purposes. Thin with Linseed Oil, Turpentine and Driers, as in other paints.

12½ and 25 Lb. Cans, per Lb.16

OCHRE

	Per Lb. Atlas	Per Lb. Standard	Per Lb. Extra
50-25-12½ Lb. Cans.12	.09½	.08½

METALLIC BROWN

50-25-12½ Lb. Cans.12	.09½	.08½
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VENETIAN RED

50-25-12½ Lb. Cans.12	.09½	.08½
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Prices are net.

WETHERILL'S ATLAS FLAT BRICK PAINT

Philadelphia Brick Red, Light, Medium, Dark and Milwaukee Light Buff

A paste form paint. Just what the name implies. Dries perfectly flat so that penciling is done without runs.

	Per Lb.
25 Lb. Cans, per Lb. ....	.28
12½ " " " .....	.28
1 & 5 " " " .....	.32

WETHERILL'S SUPERFINE CARRIAGE AND AUTOMOBILE COLORS

Selected with the utmost care, finely ground, warranted unsurpassed in fineness and purity of tone. Ground in Japan (Gold Size) or other mediums specially adapted to pigments used.

BLACKS

Coach Ivory Black, A A A.	1.00
Refined Lamp Black. ....	.92
Ivory Black, A A. ....	.90
C. M. Drop Black, A. ....	.87

Discount

WHITES

	Per Lb.
Flake White .....	.87
Chremnitz White .....	.87
Silver White .....	.87

BROWNS

Raw Sienna .....	.81
Burnt Umber .....	.81
Burnt Sienna .....	.81
Raw Umber .....	.81

YELLOWS

Perfect Auto-Yellow	1.50
Naples Yellow	1.50
Canary Yellow	1.60
Chrome Yellow, Light	1.25
Chrome Yellow, Dark	1.25
Chrome Yellow, Medium	1.25
Orange Chrome, Light	1.25
Golden Ochre .....	.75

GRAYS

Pearl Gray .....	.90
Battleship Gray .....	.90

BLUES

Azure Blue	1.75
Chinese Blue	1.75
Striping Blue	1.75
Ultramarine Blue	1.35
Prussian Blue	1.85

GREENS

Chrome Green, Light, Medium and Dark	1.20
Napier	1.35
Coach Painters' Green, Light	1.25
Coach Painters' Green, Medium	1.25
Coach Painters' Green, Dark	1.25
Merrimac Green	1.30
Brewster Green	1.00

REDS

American Vermilion	1.15
Striping Vermilion	1.15
Columbia Red, Light	3.75
Road Cart Red, Light	1.85
Road Cart Red, Dark	1.85
Julian Carmine	2.50
Opaque Carmine	2.50
Wine Color	1.75

Discount

WETHERILL'S DISTEMPER COLORS

For Decorators and Fresco Painters
Pure Colors Ground in Water and Short Binder

PACKING:—½ pint glass jars with caps; 25 jars to the case,
 assorted colors if desired.

GREENS

	Per Jar
Chrome Green, L., M. and D. ....	.65
Paris Green	1.00
Ultramarine Green .....	.75
Bronze Green .....	.65
Quaker Green .....	.65

BROWNS

Burnt Umber .....	.45
Raw Umber .....	.45
Vandyke Brown .....	.50
Burnt Sienna .....	.45
Raw Sienna .....	.45

YELLOWs

Chrome Yellow, L., M. & D.	1.00
Dutch Pink	1.00
Golden Ochre .....	.60
Naples Yellow	1.00
French Ochre .....	.45

BLACKS

Refined Lamp Black .....	.50
Drop Black .....	.60
Ivory Black .....	.65

REDS

Tuscan Red	1.10
Venetian Red .....	.45
Rose Pink .....	.65
Indian Red .....	.75
Turkey Red	1.05
American Vermilion .....	.75

WHITES

Chremnitz White .....	.70
Flake White .....	.70
Zinc White .....	.70
Silver White .....	.70

Discount

LAKES

Carmine Lake .....	.80
Rose Lake .....	.65
Crimson Lake	1.40
Maroon Lake	1.40
Scarlet Lake	1.80
Purple Lake	2.00
Yellow Lake	1.40

BLUES

Prussian Blue	1.40
Cobalt Blue	1.20
Ultramarine Blue .....	.85

Discount

ALUMINUMS AND BRONZES

ATLAS READY MIXED ALUMINUM ENAMEL

(Interior and Exterior)

Gallons and half-gallons, ready mixed, in double-tight slip-top cans, other sizes in double compartment cans, smaller than $\frac{1}{8}$ pt. in bottles, ready mixed.

1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{8}$ Pt.	1 $\frac{1}{2}$ Oz.	1 Oz.	$\frac{1}{2}$ Oz.
6.00	3.50	2.00	1.15	.70	.40	.25	.15	.12	.10

ATLAS GOLD PAINT

$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{8}$ Pt.	1 $\frac{1}{2}$ Oz.	1 Oz.	$\frac{1}{2}$ Oz.
2.00	1.15	.70	.40	.25	.15	.12	.10

BANANA LIQUID

1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{8}$ Gal.
3.50	1.85	1.00	.60	.40

BRONZING LIQUID

5 Gal.	1 Gal.	$\frac{1}{2}$ Gal.	$\frac{1}{4}$ Gal.	$\frac{1}{8}$ Gal.	$\frac{1}{8}$ Gal.
2.40	2.50	1.40	.80	.45	.30

A full-bodied, heat-resisting, quick drying bronzing liquid for Master Painters' and Plumbers' use.

Discount

BRONZE POWDER

Put up in 1 lb. tins, $\frac{1}{2}$ lb. tins and 1 oz. packages

			Per Lb.
Gold Bronze Rich or Pale	No. 500	.....	.90
" " " " "	No. 1000	.....	1.00
" " " " "	No. 2000	.....	1.10
" " " " "	No. 6000	.....	1.30
Copper Bronze Powder	No. 6000	.....	1.30
Aluminum Bronze Powder		.....	.90

Prices are for pound packages. Half-pounds five cents, one-ounce papers twenty cents additional per pound.

Prices are net

PUTTY

WETHERILL'S ATLAS PUTTY Pure Linseed Oil and Whiting

	Per Hundred
Bbls. and ½ Bbls.	5.25
Tubs, 118 Lbs.	5.50
Drums, 100 Lbs.	5.55
Cans, 50 Lbs.	6.00
Cans, 25 Lbs.	6.20
Cans, 12½ Lbs.	6.40
Cans, 5 Lbs.	7.75
Cans, 1 Lb.	9.25

WETHERILL'S GLAZIERS' BLUE LABEL PUTTY Compound

Wetherill's Glaziers' Blue Label Putty is just what its name implies, a glazier's putty. It gives splendid satisfaction on all glass work. It should not be used as a painters' putty on house jobs. It is marked on the can "compound," and putties that are marked "compound" tend to discolor light-colored paints.

Bbls. and ½ Bbls.	3.75
Tubs, 118 Lbs.	4.00
Drums, 100 Lbs.	4.05
Cans, 50 Lbs.	4.50
Cans, 25 Lbs.	4.70
Cans, 12½ Lbs.	4.90
Cans, 5 Lbs.	5.50
Cans, 1 Lb.	7.00

X X X PUTTY Compound

Bbls. and ½ Bbls.	3.00
Tubs, 118 Lbs.	3.25
Drums, 100 Lbs.	3.30
Cans, 50 Lbs.	3.75
Cans, 25 Lbs.	3.95
Cans, 12½ Lbs.	4.15

COLORED PUTTY

For Red, Brown or Black, add 1c per pound over net price of corresponding grade of Putty for the same size packages.

WHITE LEAD PUTTY

White Lead Putty is our pure Putty with the addition of 10% Carbonate of White Lead.

Bbls. per 100 Lbs.	6.50
Drums, 100 Lbs.	6.75
Cans, 50 Lbs.	7.25
Cans, 25 Lbs.	7.45
Cans, 12½ Lbs.	7.65
Cans, 5 Lbs.	9.00
Cans, 1 Lb.	10.50

Prices are net

STEEL SASH PUTTY

Our Steel Sash Putty is a Putty specially made to dry so that it forms a perfect bond on the metal sash on which it is used, and is a combination of Litharge, Manganese, Linseed Oil and Whiting.

	Per Hundred
Bbbls. per 100 Lbs.	6.50
Drums, 100 Lbs.	6.75
Cans, 50 Lbs.	7.25
Cans, 25 Lbs.	7.45
Cans, 12½ Lbs.	7.65

Prices are net.

SUNDRIES

Florence Liquid (1 gal. cans), 12 gal. to case.....	Per Gal. 5.50
Florence White, Paste Form (5 lb. can), per lb. ....	.60
Subject to Discount	
Gum Shellac, T. N., per lb.....	Market
Gum Shellac, D. C., per lb.....	Market
Ground White Shellac, per lb.....	Market

DRY PAINTS AND COLORS

	Per Lb.
American Raw Umber, in bbls.....	.08
American Burnt Umber, in bbls.....	.08
American Raw Sienna, in bbls.....	.08
American Burnt Sienna, in bbls.....	.08
Vandyke Brown, in bbls.....	.08
Bismarck Brown, in 1 lb. sealed containers only.....	1.75
Metallic Brown, in bbls.....	.03
Eastlake Chrome Green, in bbls.....	.15
Prussian Blue, in bbls.....	.90
A-1 Ultramarine Blue, in 28-lb. boxes.....	.16
F-A " " " " " ".....	.25
Eastlake Chrome Yellow, in bbls.....	.15
J. F. L. S. French Yellow Ochre, in bbls.....	.05½
J. L. American Yellow Ochre, in bbls.....	.02½
American Vermilion, in bbls.....	.30
Victoria Venetian Red, in bbls.....	.04

In 100-lb. kegs add two cents per lb.

In 6-lb. tin containers add five cents per lb.

LAMP BLACK

Old Standard, 1 lb. pkgs.....	.30
Eagle and Atlas, 1 lb. pkgs.....	.25
" " " ½ lb. pkgs.....	.32
" " " ¼ lb. pkgs.....	.40
Ordinary Torch-Black, 1 lb. pkgs.....	.16
" " " ½ lb. pkgs.....	.22
" " " ¼ lb. pkgs.....	.30
Packed in 50-lb. bbls. extra .....	.60
" " " wooden cases	1.00
" " " fibre board cases.....	.30

Discount in barrels, etc., 10%

SAND PAPER—B. & A. Co.'s Flint Paper

Sheets 9 x 11

	Ream
Nos. 00-0	7.50
No. ½	7.95
No. 1	9.00
No. 1½	10.50
No. 2	12.15
No. 2½	13.95
No. 3	15.90
Assorted	10.50

MOHAWK BRAND

Sheets 8¾ x 10½

Nos. 00-0	6.75
No. ½	7.20
No. 1	8.10
No. 1½	9.15
No. 2	10.35
No. 2½	11.70
No. 3	13.20
Assorted	9.15

Discount No. 1

EMERY PAPER

Sheets 9 x 11

Nos. 00-0	10.00
No. ½	10.80
No. 1	11.90
No. 1½	13.60
No. 2	15.70
No. 2½	18.00
No. 3	20.50
Assorted	11.25

Discount No. 2

EMERY CLOTH

Sheets 9 x 11

Nos. 00-0	30.00
No. ½	31.20
No. 1	32.75
No. 1½	34.30
No. 2	36.50
No. 2½	39.40
No. 3	42.50


Discount No. 3



INDUSTRIAL PAINTS

IN submitting herewith to our trade a list of Industrial Paints it is with the full realization that many dealers do not have the facilities or time to successfully follow up and attend to large industrial business. There are, however, many opportunities presented to the paint dealer to supply the smaller factories, warehouses, mills and laundries in his particular locality with paints adapted to their particular requirement, which oftentimes presents quite a different surface or atmospheric condition than maintains in residential sections or rural districts.

We have endeavored to make the following list comprehensive. Should you have opportunity to sell other items than those listed, or if you are not entirely clear on the items that we herewith submit, advise us the kind of surface; whether wood, metal or concrete, exterior or interior; whether the paint will be applied with brush dipped or sprayed; what finish is desired; is maximum durability expected. Thus placing us in position to advise you intelligently and quote you prices on the same.



Wetherill's Marine Paints

ATLAS MARINE PAINT

Simplification Program Permits 32 Shades, White and Black

A perfect Marine Paint, made to withstand the action of either salt or fresh water. Paints in this line are suitable for steel or wooden craft, and a particular paint for each part of the vessel.



	1 Gal.	½ Gal.	¼ Gal.
Ordinary Shades ...	2.80	2.95	3.10
White	3.05	3.20	3.35

WETHERILL'S YACHT WHITE

Whitest of Yacht Whites, dries with a semi-gloss finish; can be scrubbed and washed, retaining a good surface at the end of the season. Covers well and works easily under the brush.

	1 Gal.	½ Gal.	¼ Gal.
Gloss and Flat.....	3.05	3.20	3.35

COPPER PAINT

Made to protect wooden bottoms of vessels, launches and other craft from barnacles, worms, seaweed, etc. Contains more copper per gallon than other paints of this character, and is the most reliable and economical anti-fouling paint on the market. Freshly painted hulls can be put in the water while the paint is still wet.

	1 Gal.	½ Gal.	¼ Gal.
Red	2.65	2.80	2.95
Brown	2.65	2.80	2.95
Green	3.05	3.20	3.35

Prices are net.

WETHERILL'S TRAFFIC ZONE WHITE

FOR USE ON ALL KINDS OF PAVEMENT

Geo. D. Wetherill & Company's Traffic Zone White is an intensely white paint that stays white for a longer period of time than any product for this purpose we have ever seen. It is designed for painting on asphalt, wood, brick, stone and surfaced highways.

Traffic Zone White is prepared in rather heavy consistency, and when considered too heavy for use should be thinned with naphtha. It dries with a flat finish, works easily and, being finely ground, covers a maximum of area per gallon. One coat covers solid. Traffic Zone White may be applied by brush or spray methods.

Applied in average dry, clear weather (not freezing) Traffic Zone White will dry in fifteen to twenty minutes and to stand traffic and remove barriers in forty-five minutes. Warm, favorable painting weather will greatly reduce this time, while application on a cold day in a shady spot will further retard the drying.

	Brls.	5 Gal.	1 Gal.
White	1.80	1.85	1.90
Yellow and Orange.....	1.95	2.00	2.05
Red	2.70	2.75	2.80

WETHERILL'S GAS AND ACID RESISTING PAINTS

Are intended for interior use where acid or gas fumes or where excessive moisture is encountered. Made in white and six colors. Write for color card.

All Shades	1 Gal. 2.10
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WETHERILL'S ANTI-CORROSIVE PAINT

Wetherill's Anti-Corrosive is a perfect rust preventive. No corrosion on black steel where this paint is used. Not attacked by gases or acid fumes.

This paint remains elastic and will expand and contract under the influence of heat and cold upon the iron.

This paint withstanding the action of smoke fumes and heat is the most desirable paint for train sheds and round houses.

Red and Black.....	2.35
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650 SUSPENDED RED LEAD

Compound

This paint is intended for priming on steel or iron work. It is so treated that the Red Lead is suspended with enough reinforcing material to carry the Red Lead and prevent caking and hardening in the can. To a very large degree it does away with the need for incessant stirring of Red Lead and eliminates the wastage due to the ordinary Red Lead caking on the paint container in a very short time. The desirability of Wetherill's Red Lead Paint is recognized by some of the largest steel works and fabricators who prefer it for above reasons.

	1 Gal.	½ Gal.	¼ Gal.	⅓ Gal.	☆ Gal.
Per Gallon	3.50	3.65	3.80	4.10	4.70

Prices are net.

GALVANIZED IRON PRIMER

By the use of Wetherill's Galvanized Iron Primer on new galvanized iron surfaces before the application of the final coat of paint, chipping, peeling and discoloration of the final coat is eliminated. It should always be allowed to dry thoroughly before the application of the succeeding coats.

Galvanized Iron Primer is made in two colors: red and gray. They may be tinted to other colors when desired, so that it may act as a primer as well as first coat.

	1 Gal.
Red, Per Gallon	2.35
Gray, Per Gallon	3.00

TANK PAINT

For the protection of storage tanks, either wood or metal. This paint has great covering capacity and will expand readily with the surface upon which it is applied.

Red and Brown.....	2.00
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WETHERILL'S METAL PROTECTIVE COATING

For all steel and metal surfaces. It protects the surface against weather, exposure and corrosion. Especially adapted to painting tanks, metal roofs, metal buildings, structural steel, etc. When dry it presents a tough, elastic film, which is impervious to gases and water. No. 831 Tank Paint is recommended for priming coat. Made in six shades, color card on request.

All Shades	2.00
No. 650 Red	3.50

Prices are net.

ALUMINUM MIXING VARNISH

The advantages of a satisfactory exterior aluminum paint is rapidly coming into recognition for the painting of exterior metal surfaces such as water and gas tanks, etc. It is, however, recognized that there is an advantage in mixing the powder and liquid at the time of painting. We have perfected and are marketing Wetherill's Aluminum Mixing Varnish for this very purpose. Exposure tests have proven that it successfully withstands the actions of the elements, the frequent contraction and expansion of the metal surfaces due to frequent changes in the temperature, as will be found on any water and gas tanks.

This varnish produces equally satisfactory results when used with gold or copper bronze.

One gallon of Mixing Varnish requires the addition of two lbs. of Aluminum Bronze Powder to produce the best results.

1 Gal.	½ Gal.	¾ Gal.	1 Gal.	1 ½ Gal.
3.00	1.65	.95	.55	.35

Discount

ALUMINUM BRONZE POWDER

	Per Lb.
2 lb. cans .....	.65
10 " " .....	.63
50 " " .....	.60

Prices are net

FUME-PROOF WHITE ENAMEL

This enamel is especially prepared to successfully resist moisture, steam and acid. It is formulated and manufactured in a manner so that it will remain white and give years of service under the most severe factory condition. Should not be classified with the ordinary mill paints, which readily discolor. Geo. D. Wetherill's Fume-Proof Enamel, flat, gloss or egg-shell white, will not discolor, peel, chip or flake where applied to surfaces according to directions.

	Brls.	⁵ / _{Gal.}	¹ / _{Gal.}	¹ / ₂ Gal.	¹ / ₄ Gal.	¹ / ₈ Gal.	¹ / ₁₆ Gal.
Gloss White Finishing Coat..	2.65	2.90	3.75	3.85	3.95	4.20	4.60
Primer (or First Coat Flat)..	2.40	2.65	3.40	3.60	3.70	3.95	4.35

INDUSTRIAL GLOSS WHITE

A very dense bodied, serviceable White Enamel for interior walls and woodwork of industrial plants, mills, etc.

	Brls.	⁵ / _{Gal.}	¹ / _{Gal.}
Gloss White Finishing Coat.....	2.45	2.70	2.75
Flat White First Coater.....	1.75	2.00	2.05

DADO, OR LOWER WALL COLORS

Is intended for that portion of the wall that is about six feet from the base where a hard, wear-resisting, durable gloss finish is required that may be frequently and easily scrubbed.

These paints have the advantage of not showing the dirt collections that are always present near the floor, or where they are brushed against or soiled by the hands or clothing.

Made in four colors—write for color card.

All Shades	1 Gal. 2.25
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MACHINERY AND PIPE ENAMEL

These enamels are oil and water proof and will withstand the extremes of hot and cold. They are especially designed for generators, dynamos, engines; steam, water and air pipe lines. Made in six colors. Write for color card.

Aluminum	4.35
Shades	2.50
Black	1.75

ICE CREAM TUB ENAMEL

As the name indicates, an enamel for preserving and beautifying ice cream tubs. As is apparent, an enamel to meet these requirements must be brine-resisting and sufficiently elastic to withstand extreme temperatures, also very tough to withstand rough usage. Such is the quality of Wetherill's Ice Cream Tub Enamel. Made in 5 shades: Yellow, bright red, green, gray and blue.

All Shades	2.25
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SWIMMING POOL ENAMEL—White

This Enamel is especially prepared to meet the unusual conditions presented in Swimming Pools. It satisfactorily resists water and retains its color to the best advantage.

The method of application to the usual swimming pool is first, prime the surface with Concreco Hardener & Waterproof. Second coat, one-quarter Concreco Hardener & Waterproof and three-quarters Swimming Pool Enamel. Third coat, Swimming Pool Enamel as it comes from the package.....

4.80
Prices are net

READ

The Following

Very Beneficial

PAINTING DEFECTS

The Proper Way to Avoid Them

- | | |
|-----------------|----------------------------|
| 1. Checking | 6. Peeling |
| 2. Alligatoring | 7. Chalking |
| 3. Cracking | 8. Fading or Loss of Gloss |
| 4. Scaling | 9. Washing |
| 5. Blistering | 10. Discoloring |
-

When a paint film becomes covered with innumerable little lines enclosing a small area, it is said to have checked. When these lines enclose a large area, it is said to have alligatored. It is evident, therefore, that checking and alligatoring are practically the same, and, no doubt, result from the same causes.

It is easy to explain the checking and alligatoring of varnish, and it is believed the same causes relate to paint. The checking and alligatoring of paint is undoubtedly due to the application of the finishing coat over too soft an undercoat (as Asphaltum) or over an undercoat that will not dry properly, such as one containing Mineral Oils or Yellow Ochre, which retard drying, or applying before the undercoat has become sufficiently hard. When paint dries, it becomes harder and necessarily shrinks in volume; and, if we have one of the undercoats mentioned above, the finishing coat, in oxidizing and shrinking, will slip over the undercoat, causing it to break in places. If the area between these breaks is small, it has checked. If large, it has alligatored.

Now, from what has been said, it is evident that, in order to prevent checking and alligatoring, it is advisable to have the undercoats as hard as practical and to allow as much time between coats as time will allow. It is impossible to offer any fixed rule to overcome the previously mentioned defects, as temperature and surface must be always considered.

Cracking is explained by most authorities as being the result of the contraction and expansion of both the wood and the paint. Wood expands and contracts. It has been proven, however, that wood contracts more across the grain than with the grain; the explanation for this being that wood is mostly fibrous and that the fibres run chiefly with the grain. The water in the wood lies between these fibres, and when drying takes place, the fibres become closer together, causing a contraction across the grain. When paint is applied to wood and is not capable of contracting to the same degree as the wood, it bulges and cracks all the way through to the wood. This fact distinguishes cracking from checking and alligatoring.

In the form of cracking just described, the cracks are always parallel with the grain. When the cracks are at right angles to the grain it is probable that the paint has contracted more than the wood. However, checking is generally attributed to paints that are very high in tensile strength and having very little elasticity.

The cracking of paint is perhaps caused by the application of too thick a coat of paint. A thick coat of paint presents a film that will be very strong and very high in tensile strength. Naturally, it will not readily contract and expand in unison with the wood. It is, therefore preferable that two thin coats be applied instead of one heavy one; and, if only a repainting job is considered, to sand-paper as much of the old paint off as possible, in order to prevent the accumulation of a thick coat of paint.

Scaling will be the result of cracking. After the cracks have formed, they allow water to get down back of the paint, and push it away from the surface. In other words, it is peeling, except that we must consider peeling as being caused by water in the wood in order to describe scaling.

Blistering is one defect that is very easy to explain. The cause of blistering is entirely due to water being present behind the paint film and pushing the paint away from the surface. This is easily produced by painting a damp board and subjecting it to strong heat. Blistering is often seen when damp wood has been painted and then subjected to the heat of the sun. When these blisters break, peeling results. The only way to overcome blistering and peeling is to be sure the surface is perfectly dry for repainting work, and, for new work, not only that it is dry but to allow considerable time to elapse after the priming coat has been applied.

Loss of gloss and chalking go hand in hand; and both are the result of the deterioration of the oil in the paint. The oil between the particles of the paint becomes decomposed, resulting in lack of gloss, and the outside particles are held to the surface by a very small amount of oxidized oil. This attachment is so slight that the slightest pushing will remove them, and chalking results.

Paints that are very high in gloss are more apt to deteriorate than paints having a fair gloss because Linseed Oil is purely an organic substance and is subject to rapid deterioration when exposed to the elements. The addition of pigment to oil tends to protect the oil and gives it longer life; so that it would appear that in order to prevent chalking, it would be well to produce a paint that carries just enough oil to give a sufficient gloss. By producing a paint of this nature, the minimum amount of shrinkage will be had. This is very necessary because shrinkage of the paint film, as we have already mentioned, causes checking and scaling. Chalking is, of course, an evil, but it is at the same time the desired way for a paint to perish, as it will leave a surface suitable for repainting. This evil day, however, can be postponed for a long time if proper thought is given to the formulating of the product.

Washing is not a material decay of paint, such as chalking; but, however, often occurs after the loss of gloss. Washing is the result of the paint giving up certain water soluble substances. These water soluble salts are formed by the re-action of certain constituents in the air upon the pigment, or the pigment and vehicle of the paint, perhaps, were not as chemically indifferent as it was possible to have

them. The reason that washing occurs is because the paint did not have an opportunity to dry or oxidize in a dry atmosphere. Water soluble compounds form, which are very unstable. However, the same paint that has been known to wash if allowed to dry in a clear atmosphere and before rain, will dry to a normal paint film.

The discoloration, or the spotting, of tinted paints is accompanied by the following characteristics. The spots are much lighter than the surrounding area, and, when moistened with Linseed Oil, return to the original color. This proves that the tinting material is not destroyed, but indicates an excessive destruction or loss of oil.

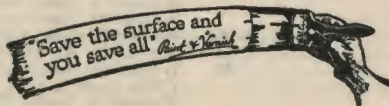
The cause for spotting is, perhaps, that at the point where spotting occurs, the wood was not thoroughly filled with the priming coat, and when the succeeding coats were applied, these spots satisfied themselves by absorbing the oil in these coats, causing a lack of gloss. Spotting may be eliminated by brushing the priming coat well into the wood and allowing a sufficient time between coats so that if any defects show up they may be taken care of in the succeeding coats.

Paint can further be discolored by dirt, mildew and sometimes yellowing. The yellowing of paint, both indoors and out, is caused chiefly by the presence of alkalis. Ammonia is always present in the air, and has a tendency to yellow paint. The presence of mineral oil in a paint will also cause yellowing. When Linseed Oil and mineral oil are mixed together and exposed to the air, a cloudiness appears due to the oxidization of the Linseed Oil and the liberation of the mineral oil. Yellowing of paint occurs more often with paint presenting a soft film than one presenting a hard film. It is advisable to use some varnish for indoor painting and the best Linseed Oil obtainable for outside work.

The discoloration of paint, caused by dirt, is because the paint film is not sufficiently hard. However, great care must be used here, because we are apt to have checking and scaling if the paint presents too hard a film.

Discoloration caused by mildew is due to a fungoid organism developing a fine network of threads. Mildew appears to flourish better in soft paints than in hard paints. Excessive moisture is also favorable for its growth.

Mildew can be prevented by the use of paints presenting a hard coating and by the use of pure oil. A very slight percentage of mercurous chloride added to the paint will also aid in the prevention of mildew.



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MEMORANDUM

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